

Message Text

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ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-05 RSC-01 DRC-01 /018 W

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P R 071802Z AUG 74

FM AMEMBASSY MEXICO

TO SECSTATE WASHDC PRIORITY 3147

INFO AMCONSUL MONTERREY

AMCONSUL GUADALAJARA

UNCLAS MEXICO 6681

E.O. 11652: N/A

TAGS: BEXP, BTRA, MX

SUBJ: FOREIGN BUYER GROUP-AMERICAN HEALTH CONGRESS

REF: MEXICO 4506, PARSONS/TAFT TELCON AUGUST 2

FOR COMMERCE

1. SEVEN VIPS LISTED IN PARA 2 INFORMED EMBASSY OF THEIR INTENDED PARTICIPATION IN HEALTH CONGRESS. THIS GROUP REPRESENTS POWERFUL PURCHASE POTENTIAL SINCE THEY ARE DECISION-MAKERS OF MEXICO'S SOCIAL SECURITY INSTITUTE (IMSS) CONCERNING MEDICAL EQUIPMENT PURCHASES, COVERING HEALTH FACILITIES THROUGHOUT COUNTRY. PARSONS PHONED BOB TAFT, PROJECT OFFICER OED/BIC ON AUGUST 2, TO REQUEST SPECIAL ATTENTION FOR SMOOTHEST POSSIBLE PROCESSING OF VISITOR REGISTRATION AND U.S. CONTACTS.

2. FOLLOWING IMSS OFFICIALS ARE ATTENDING HEALTH CONGRESS TO EXAMINE NEW EQUIPMENT FOR HOSPITALS IN MEXICO:

1. DR. DANIEL NARVAEZ MANCERA 2. ING. MARIO ZARINANA PACHECO
DEPUTY CHIEF OF PURCHASING TECHNICAL ADVISOR-PURCHASING DEPT.

3. ING. ARMANDO NAVA ESCOBEDO 4. ING. EDMUNDO PEDRO CAMARGO
CHIEF OF OFFICE OF MAINTENANCE OFFICE OF MAINTENANCE

5. ING. JOSE J. ATAMOROS 6. ING. MIGUEL ANGEL HERNANDEZ
OFFICE OF MAINTENANCE R AND D OF NEW PRODUCTS

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7. ING. HECTOR MANUEL GARCIA
R AND D OF NEW PRODUCTS

3. ORGANIZOR OF ABOVE GROUP IS A BUSINESSMAN WHO DISTRIBUTES
HOSPITAL EQUIPMENT IN MEXICO FOR GENERAL ELECTRIC, NAMED SR.
RODOLFO DE LA TORRE, MANAGER OF FIRM EQUIPOS PARA HOSPITALES,
S.A. HE HAS VISITED SEVEN U.S. HEALTH CONGRESSES IN PAST AND CON-
VEYED CONCERN TO EMBOFF THAT SHOW OFFICIALS BE ADVISED OF GROUP'S
VISIT. TAFT IN COMMERCE WAS THEREFORE INFORMED. SR. DE LA TORRE
ALSO BRINGING HIS DEPUTY MANAGER, ING. JORGE M. GARCIA CONTRERAS
WHO WAS ADVISED BYT THE EMBOFF THAT TAFT WILL CONTACT GROUP AT
HILTON IN CHICAGO.

4. ONE ADDITIONAL SHOW PARTICIPANT IS SR. GERMAN DEHEZA LOPEZ OF
FIRM ADHESA, S.A., INTERESTED IN DISTRIBUTION AND/OR DIRECT
PURCHASE OF HOSPITAL EQUIPMENT.

5. ALL PERTINENT DATA OF 10 RETURN CARDS RECEIVED THUS FAR PROVIDED
ABOVE. IN VIEW SHORT TIME BEFORE SHOW OPENING, EMBASSY DOES NOT
PLAN TO TRANSMIT CARDS UNLESS ADVISED OTHERWISE.
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